



Revision Number:

Purchasing Agent: DEBBIE GUNDERSEN

Item: NETWORK SYSTEM FOR APPLICATION PERSISTENCE

Vendor: 94970A NetMotion Wireless, Inc.
701 North 34th Street
Suite 250
Seattle, WA 98103

Internet Homepage: www.netmotionwireless.com

Telephone: (206) 691-5500

Fax number: (206) 691-5501

Contact: Eric Helms

Email address: Eric.Helms@nmwco.com

Brand/trade name: Netmotion Mobility

Price: See Attached Price List

Terms: Net 30

Effective dates: 06/04/04 through 06/03/06

Days required for delivery: 1-7 Days

Price guarantee period: Term of contract

Minimum order: One

Min shipment without charges: FOB Destination

Other conditions:

Renewal Options: Potential contract extensions through 06/03/09

NOTE: THIS IS A NEW CONTRACT

This is a multiple award contract. Please review the following contracts for optimal pricing, delivery and service and technical solution before making your purchasing decision: AR1792 & AR1793. Document purchasing decision.

This Statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. Authorization can be obtained from David Lee at 801-537-9251 or Richard Erickson at 801-537-9247 in ITS. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**PRICING:**

NetMotion Mobility software can be deployed in a stand-alone or hosted model as necessary. All new orders for NetMotion Mobility require the purchase of Server software unless the licenses are being added to a hosting agency. The minimum order size for NetMotion Mobility is 1 Server license which includes 25 Client licenses. There is no minimum order for additional Client licenses to an existing Server license.

ENTERPRISE SYSTEM PRICING:

This price must include the first year maintenance and support fees.

NetMotion Wireless software requires a server and client component for operation. The primary installation of the Enterprise Edition server software server allows for the installation of up to 4 additional servers for failover/redundancy.

Client Licensing Fee with first year maintenance included:

Licensing Fee for 100 clients:	\$ 19,550.00
Licensing Fee for 500 clients:	\$ 80,500.00
Licensing Fee for 1,000 clients:	\$149,500.00
Licensing Fee for 5,000 clients:	Custom
Licensing Fee for 10,000 clients:	Custom

Licensing Fee Application Hosting Software: (Includes 25 client licenses)	\$ 6,898.85
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System Hardware: (Customer must provide own server hardware)	N/A
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ONGOING MAINTENANCE AND SUPPORT:

Provide pricing for maintenance and support fees for second year, and for three optional renewal periods of product license.

NetMotion Wireless provides a permanent, non-expiring license for the Client and Server software. Ongoing Standard maintenance after the first year is calculated at 15% of the combined licensing fee for all previously purchased software based on the above prices.

Annual Maintenance Fee for 100 clients:	\$ 2,550.00
Annual Maintenance Fee for 500 clients:	\$ 10,500.00
Annual Maintenance Fee for 1,000 clients:	\$ 19,500.00
Annual Maintenance Fee for 5,000 clients:	Custom



Annual Maintenance Fee for 10,000 clients:

Custom

Annual Maintenance Fee Application Hosting Software:

\$ 899.85

TRAINING:

- a. Vendor Facility: Full-day classroom training is provided at the NetMotion Wireless corporate office once per month. Attendance in the one day class is free but the customer is responsible for all travel related expenses.
- b. State of Utah Facility: On-site training for an 8-hour class with up to 10 attendees can be provided at the customer facility for a daily rate of \$2,500.00 plus expenses or \$5,000.00 flat rate.

CONSULTING SERVICES:

NetMotion Wireless provides direct consulting services from company-employed Systems Engineers for \$2,500.00 per day. Specific quotes for consulting services can be provided as necessary. The simplicity of installation and deployment typically eliminate the need for any consulting work.

*******REPORTS*******

The contractor will submit yearly reports to the State Purchasing Agent (Debbie Gundersen) showing quantities and dollar volume of purchases by each agency and political subdivision. This report will be due by 06/03 of each year.

FINET COMMODITY CODE(S):

92004000000-APPLICATIONS SOFTWARE (FOR MAIN FRAME SYSTEMS)

92007000000-APPLICATIONS SOFTWARE FOR MICROCOMPUTER SYSTEMS: BUSINESS,
MATHEMATICAL/STATISTICAL, MEDICAL, SCIENTIFIC, ETC.

92014000000-APPLICATIONS SOFTWARE (FOR MINICOMPUTER SYSTEMS)